

Local Market Update – November 2012

A RESEARCH TOOL PROVIDED BY THE REALTOR® ASSOCIATION OF THE SIOUX EMPIRE, INC.



Lennox

+ 66.7%

Change in
New Listings

- 42.9%

Change in
Closed Sales

+ 44.1%

Change in
Median Sales Price

Lincoln County, SD

November

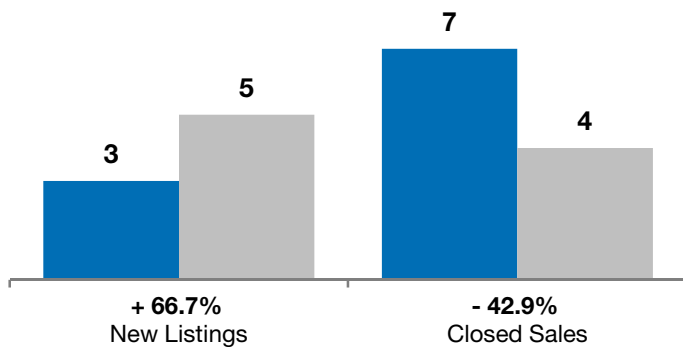
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	3	5	+ 66.7%	63	58	- 7.9%
Closed Sales	7	4	- 42.9%	33	31	- 6.1%
Median Sales Price*	\$94,000	\$135,500	+ 44.1%	\$95,375	\$129,900	+ 36.2%
Average Sales Price*	\$131,057	\$143,975	+ 9.9%	\$113,855	\$130,614	+ 14.7%
Percent of Original List Price Received*	91.1%	98.3%	+ 7.9%	91.7%	94.0%	+ 2.6%
Average Days on Market Until Sale	89	62	- 31.0%	90	102	+ 13.2%
Inventory of Homes for Sale	19	11	- 42.1%	--	--	--
Months Supply of Inventory	6.0	3.1	- 47.4%	--	--	--

* Does not account for list prices from any previous listing contracts or seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2011 ■ 2012

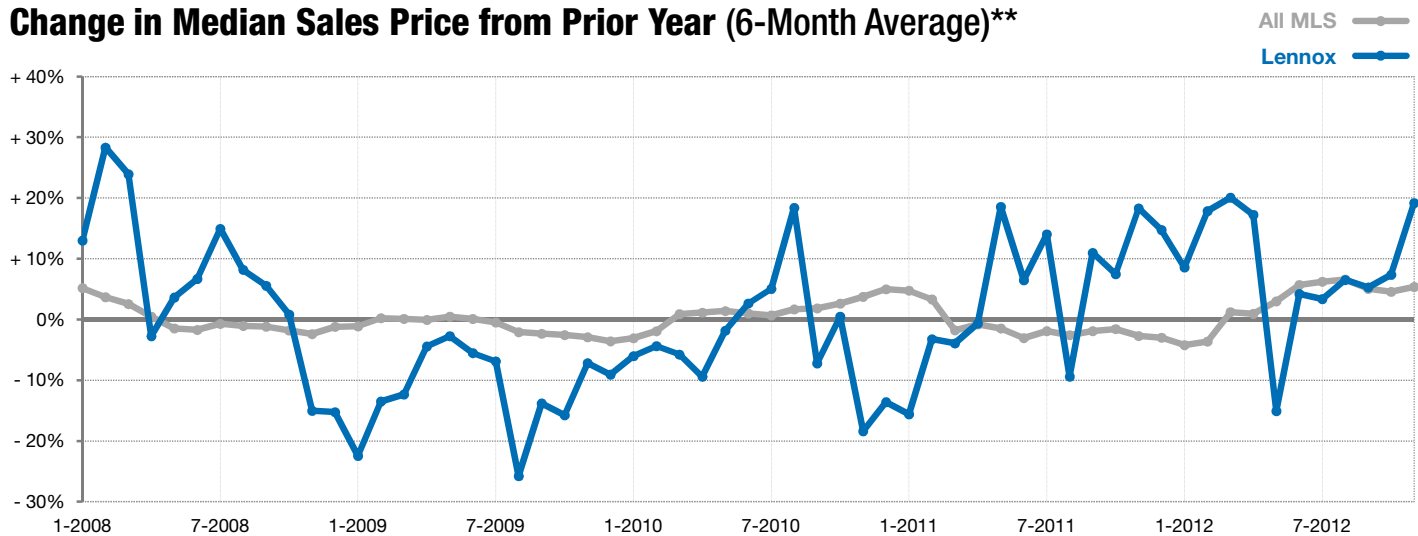


Year to Date

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of December 6, 2012. All data from RASE Multiple Listing Service. | Powered by 10K Research and Marketing.